

EXHIBIT B PRICING

CONTRACT NUMBER VA-150915-EIS

BETWEEN

VIRGINIA INFORMATION TECHNOLOGIES AGENCY

AND

EXECUTIVE INFORMATION SYSTEMS, LLC

Exhibit B is hereby incorporated into and made an integral part of Contract Number VA-150915-EIS (“Contract”) between the Virginia Information Technologies Agency (“VITA” or “Commonwealth” or “State”) and Executive Information Systems, LLC (“Supplier”).

In the event of any discrepancy between this Exhibit B and the Contract, the provisions of the Contract shall control.

All software licensing options in this Exhibit B are for solutions hosted at the Authorized User's location.



Exhibit B

Executive Information Systems, LLC
ALL PRICING ASSUMES INSTALLATION ON A SERVER RUNNING A 64-BIT WINDOWS OR LINUX OPERATING SYSTEM. IN ADDITION, PRICING ASSUMES INSTALLATION ON A SINGLE SERVER TO BE USED BY A SINGLE AGENCY ONLY.

Category 1 - Business Intelligence/Descriptive Analysis

Product	6 Cores		8 Cores		12 Cores		16 Cores		32 Cores		64 Cores		128 Cores		256 Cores	
	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee
SAS® Visual Analytics	\$14,400	\$3,600	\$19,200	\$4,800	\$28,800	\$7,200	\$38,400	\$9,600	\$61,440	\$15,360	\$87,040	\$21,760	\$138,240	\$34,560	\$240,640	\$60,160
SAS® Visual Statistics*	\$7,200	\$1,800	\$9,600	\$2,400	\$14,400	\$3,600	\$19,200	\$4,800	\$30,720	\$7,680	\$43,520	\$10,880	\$69,120	\$17,280	\$130,320	\$30,080
SAS® Office Analytics	\$101,440	\$30,456	\$106,240	\$31,912	\$116,000	\$34,800	\$121,440	\$36,432	\$129,376	\$38,816	\$142,816	\$42,848	\$161,920	\$48,572	\$192,640	\$57,788
SAS/ACCESS Interface (priced per interface)**	\$17,760	\$4,440	\$20,064	\$5,016	\$22,560	\$5,640	\$23,872	\$5,968	\$28,992	\$7,248	\$39,232	\$9,808	\$59,712	\$14,928	\$100,672	\$25,168

*Requires a license of SAS® Visual Analytics
**Add-on product, not available as a standalone license. Available SAS/ACCESS Interfaces: Aster, DB2, Greenplum, Hadoop, Impala, Informix (server only), MySQL, Netezza, ODBC, OLE DB, Oracle, PC Files, PI System, PostgreSQL, SAP HANA, Sybase, Sybase IQ, Teradata, Vertica, Hawq and R/3.

Category 2 - Predictive/Prescriptive Analytics

Server Components

Product	6 Cores		8 Cores		12 Cores		16 Cores		32 Cores		64 Cores		128 Cores		256 Cores	
	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee
SAS® Enterprise Miner***	\$169,707	\$56,968	\$178,990	\$60,168	\$197,479	\$66,584	\$206,292	\$69,528	\$220,644	\$73,784	\$242,180	\$80,168	\$270,916	\$88,680	\$328,388	\$105,704
SAS® Analytics Pro	\$47,264	\$11,816	\$53,376	\$13,344	\$60,032	\$15,008	\$64,896	\$16,224	\$84,352	\$21,088	\$123,264	\$30,816	\$201,088	\$50,272	\$356,736	\$89,184
SAS® Visual Analytics	\$14,400	\$3,600	\$19,200	\$4,800	\$28,800	\$7,200	\$38,400	\$9,600	\$61,440	\$15,360	\$87,040	\$21,760	\$138,240	\$34,560	\$240,640	\$60,160
SAS® Visual Statistics*	\$7,200	\$1,800	\$9,600	\$2,400	\$14,400	\$3,600	\$19,200	\$4,800	\$30,720	\$7,680	\$43,520	\$10,880	\$69,120	\$17,280	\$130,320	\$30,080
SAS/ACCESS Interface (priced per interface)**	\$17,760	\$4,440	\$20,064	\$5,016	\$22,560	\$5,640	\$23,872	\$5,968	\$28,992	\$7,248	\$39,232	\$9,808	\$59,712	\$14,928	\$100,672	\$25,168

PC Components

Product	1 User		2 Users		3 Users		4 Users		5 Users		6 Users		7 Users		8 Users		9 Users		10 Users	
	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee
SAS® Enterprise Miner for the Desktop***	\$26,374	\$8,079	\$40,906	\$12,603	\$55,435	\$17,124	\$69,967	\$21,646	\$84,497	\$26,168	\$98,833	\$30,496	\$113,169	\$34,824	\$127,505	\$39,152	\$141,841	\$43,480	\$156,177	\$47,808
SAS® Analytics Pro	\$6,566	\$1,736	\$12,290	\$3,436	\$16,863	\$4,759	\$21,302	\$6,025	\$25,169	\$6,997	\$28,835	\$7,960	\$32,501	\$8,832	\$34,725	\$9,474	\$36,001	\$9,747	\$37,766	\$9,979
SAS/ACCESS Interface (priced per interface)**	\$2,249	\$625	\$3,384	\$1,004	\$3,931	\$1,154	\$3,990	\$1,228	\$4,598	\$1,319	\$5,491	\$1,471	\$6,160	\$1,502	\$6,245	\$1,515	\$6,268	\$1,529	\$6,859	\$1,663

**Add-on product, not available as a standalone license. Available SAS/ACCESS Interfaces: Aster, DB2, Greenplum, Hadoop, Impala, Informix (server only), MySQL, Netezza, ODBC, OLE DB, Oracle, PC Files, PI System, PostgreSQL, SAP HANA, Sybase, Sybase IQ, Teradata, Vertica, Hawq and R/3.
***Requires a license of SAS® Analytics Pro

Category 3 - Statistical Analysis and Simulation

Server Components

Product	6 Cores		8 Cores		12 Cores		16 Cores		32 Cores		64 Cores		128 Cores		256 Cores	
	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee	First Year License Fee	Software Maintenance Fee
SAS® Enterprise Miner***	\$169,707	\$56,968	\$178,990	\$60,168	\$197,479	\$66,584	\$206,292	\$69,528	\$220,644	\$73,784	\$242,180	\$80,168	\$270,916	\$88,680	\$328,388	\$105,704
SAS® Visual Analytics	\$14,400	\$3,600	\$19,200	\$4,800	\$28,800	\$7,200	\$38,400	\$9,600	\$61,440	\$15,360	\$87,040	\$21,760	\$138,240	\$34,560	\$240,640	\$60,160
SAS® Visual Statistics*	\$7,200	\$1,800	\$9,600	\$2,400	\$14,400	\$3,600	\$19,200	\$4,800	\$30,720	\$7,680	\$43,520	\$10,880	\$69,120	\$17,280	\$130,320	\$30,080
SAS® Analytics Pro	\$47,264	\$11,816	\$53,376	\$13,344	\$60,032	\$15,008	\$64,896	\$16,224	\$84,352	\$21,088	\$123,264	\$30,816	\$201,088	\$50,272	\$356,736	\$89,184
SAS/OR* ¹	\$17,760	\$4,440	\$20,064	\$5,016	\$22,720	\$5,680	\$25,024	\$6,256	\$34,240	\$8,560	\$52,762	\$13,168	\$89,536	\$22,384	\$163,264	\$40,816
SAS/ETS* ¹	\$17,760	\$4,440	\$20,064	\$5,016	\$22,720	\$5,680	\$25,024	\$6,256	\$34,240	\$8,560	\$52,762	\$13,168	\$89,536	\$22,384	\$163,264	\$40,816
SAS/IML* ¹	\$17,760	\$4,440	\$20,064	\$5,016	\$22,720	\$5,680	\$25,024	\$6,256	\$34,240	\$8,560	\$52,762	\$13,168	\$89,536	\$22,384	\$163,264	\$40,816
SAS/QC* ¹	\$17,760	\$4,440	\$20,064	\$5,016	\$22,720	\$5,680	\$25,024	\$6,256	\$34,240	\$8,560	\$52,762	\$13,168	\$89,536	\$22,384	\$163,264	\$40,816
SAS® Forecast Server	\$173,286	\$53,984	\$186,355	\$58,048	\$212,361	\$66,160	\$219,156	\$68,272	\$237,988	\$74,032	\$270,196	\$83,888	\$323,700	\$100,272	\$430,708	\$133,040
SAS/ACCESS Interface (priced per interface)**	\$17,760	\$4,440	\$20,064	\$5,016	\$22,560	\$5,640	\$23,872	\$5,968	\$28,992	\$7,248	\$39,232	\$9,808	\$59,712	\$14,928	\$100,672	\$25,168

PC Components

1 User	2 Users	3 Users	4 Users	5 Users	6 Users	7 Users	8 Users	9 Users	10 Users
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SAS® Enterprise Miner***	\$169,707	\$56,968	\$178,990	\$60,168	\$197,479	\$66,584	\$206,292	\$69,528	\$220,644	\$73,784	\$242,180	\$80,168	\$270,916	\$88,680	\$328,388	\$105,704
SAS® Analytics Pro	\$47,264	\$11,816	\$53,376	\$13,344	\$60,032	\$15,008	\$64,896	\$16,224	\$84,352	\$21,088	\$123,264	\$30,816	\$201,088	\$50,272	\$356,736	\$89,184
SAS® Text Miner ¹	\$57,525	\$18,395	\$57,790	\$18,527	\$63,961	\$20,492	\$66,815	\$21,412	\$72,383	\$23,476	\$82,047	\$26,820	\$98,431	\$31,940	\$131,199	\$42,180
SAS® Concept Creation for SAS Text Miner ²	\$30,000	\$7,504	\$30,000	\$7,504	\$30,000	\$7,504	\$30,000	\$7,504	\$30,000	\$7,504	\$30,000	\$7,504	\$30,000	\$7,504	\$30,000	\$7,504
SAS® Contextual Analysis	\$139,200	\$34,776	\$143,680	\$35,896	\$152,560	\$38,136	\$158,000	\$39,480	\$169,008	\$42,776	\$184,368	\$47,384	\$215,088	\$56,600	\$276,528	\$75,032
SAS® Visual Analytics	\$14,400	\$3,600	\$19,200	\$4,800	\$28,800	\$7,200	\$38,400	\$9,600	\$61,440	\$15,360	\$87,040	\$21,760	\$138,240	\$34,560	\$240,640	\$60,160
SAS® Visual Statistics*	\$7,200	\$1,800	\$9,600	\$2,400	\$14,400	\$3,600	\$19,200	\$4,800	\$30,720	\$7,680	\$43,520	\$10,880	\$69,120	\$17,280	\$130,320	\$30,080
SAS® In-Memory Statistics	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$64,000	\$16,000	\$89,600	\$22,400	\$140,800	\$35,200	\$243,200	\$60,800
SAS/ACCESS Interface (priced per interface)**	\$17,760	\$4,440	\$20,064	\$5,016	\$22,560	\$5,640	\$23,872	\$5,968	\$28,992	\$7,248	\$39,232	\$9,808	\$59,712	\$14,928	\$100,672	\$25,168

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SAS® Enterprise Miner for the Desktop***	\$26,374	\$8,079	\$40,906	\$12,603	\$55,435	\$17,124	\$69,967	\$21,646	\$84,497	\$26,168	\$98,833	\$30,496	\$113,169	\$34,824	\$127,505	\$39,152	\$141,841	\$43,480	\$156,177	\$47,808
SAS® Text Miner for the Desktop ¹	\$16,000	\$4,832	\$24,160	\$7,264	\$32,320	\$9,696	\$40,480	\$12,128	\$48,640	\$14,560	\$56,800	\$16,992	\$64,960	\$19,424	\$73,120	\$21,856	\$81,280	\$24,288	\$89,440	\$26,720
SAS® Analytics Pro	\$6,566	\$1,736	\$12,290	\$3,436	\$16,863	\$4,759	\$21,302	\$6,025	\$25,169	\$6,997	\$28,835	\$7,960	\$32,501	\$8,832	\$34,725	\$9,474	\$36,001	\$9,747	\$37,766	\$9,979
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***Requires a license of SAS® Analytics Pro

¹ Requires a license of SAS® Enterprise Miner and SAS® Analytics Pro

² Requires a license of SAS® Enterprise Miner, SAS® Analytics Pro and SAS® Text Miner

Other Items

Item	Annual Fee
Source Code Escrow	\$1,000.00

Implementation Services Pricing

Labor Category	Price per Hour	Category Description
Expert Consultant	\$268.69	Expert knowledge of SAS products and the proven ability to create solutions in complex environments. Provides global counsel on the application of SAS products into a customer environment. Vast knowledge of open and proprietary systems aids in the selection, design, and implementation of a complete SAS software solution. Minimum years of experience for performance of this service is 12 years. Minimum educational requirement is a bachelor’s degree or directly related work experience and/or competencies may be considered in place of the above requirements.
Principal Solutions Architect	\$242.42	Provides senior leadership and consulting for SAS technical, architectural, analytical, government, and business solutions. May provide senior program and project management or subject matter expertise. Provides strategic SAS consulting services, including assessment, solution development, and implementation. Minimum 10 years of experience for performance of these services. Minimum educational requirement is a bachelor's degree or directly related work experience and/or competencies may be considered in place of the above requirements.
Principal Consultant	\$214.95	Provides specialized subject matter expertise, guidance, and project direction in one or more of the following areas: compliance consultation and legislative and regulatory issues; review and improvement to planning and budget submission processes; Congressional consultation in support of agency strategic and performance plans; data warehousing and data mining including predictive modeling; and decision technology application at the enterprise and group level. Minimum years of experience for performance of this service is 10 years. Minimum educational requirement is a bachelor’s degree or directly related work experience and/or competencies may be considered in place of the above requirements.
Managing Consultant	\$188.08	Provides project management and high level technical direction. Supports the definition and implementation of planning processes and systems at the enterprise or group level including both strategic and operational activities. Manages and coordinates project activities and serves as the technical lead and liaison for the client. Minimum years of experience for performance of this service is 8 years. Minimum educational requirement is a bachelor’s degree or directly related work experience and/or competencies may be considered in place of the above requirements.
Senior Systems Consultant	\$161.22	Provides direction, facilitation, planning analysis, performance measurement analysis, and technical analysis and design for executive information and decision support technologies in support of enterprise or group level planning. Serves as the technical and team lead for the project. Minimum years of experience for performance of this service is 4 years. Minimum educational requirement is a bachelor’s degree or directly related work experience and/or competencies may be considered in place of the above requirements.

Training Pricing

SAS Training Points

SAS Training Points allow your organization to purchase training in bulk at a significant discount. The program works like a rewards program where the more you buy, the more points you receive to use on SAS training classes. If you have multiple SAS users who need training, investing in SAS Training Points will allow your training dollars to go

<i>Point Range Purchased</i>	<i>Price per Point</i>
7,350 - 14,999 points	\$0.88
15,000 - 30,199 points	\$0.84
30,200 - 44,349 points	\$0.81
44,350 - 59,999 points	\$0.78
60,000 - 77,999 points	\$0.74
78,000 - 168,899 points	\$0.71
169,000 - 249,999 points	\$0.69
Over 250,000	\$0.65